



Managing payments the SEPA way

Partnering with SWIFT

Romanian SWIFT User Group Meeting - Bucharest 17 March 2010

1

Agency Contract

2

Solutions

3

Market

4

Approach

5

BIS

Premises

- ❑ SWIFT and BIS wish to develop a relationship that will allow both parties to leverage their areas of expertise to maximize benefits and deliver complete messaging solutions to joint customers
- ❑ SWIFT appoints BIS to provide promotion and sales facilitation services in respect of the SWIFT products and services
- ❑ Eligibility:
 - to be a SWIFT registered vendor or other type of SWIFT partner
 - to have a current and valid SWIFTReady label for their own relevant offering.

Responsibilities

❑ BIS Responsibilities

- Provision of advice and guidance to Customers on general matters regarding the SWIFT Products and Services.
- Active promotion and sales facilitation of SWIFT Products and Services to Customers;
- Customer familiarization with terms and conditions of any requirements necessary for the delivery, installation, and use of SWIFT Products and Services;

❑ SWIFT Responsibilities

- SWIFT agrees to provide the Agent with all information relating to SWIFT Products and Services reasonably needed by the Agent for the provision of the Services.

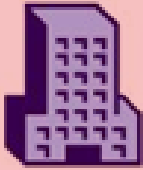
❑ Contract coordinators

- For SWIFT Stephan Kraft, Senior Account Director, Central and Eastern Europe
- For BIS Dan Anghelescu, Operation Manager

- ❑ Workers' Remittances
- ❑ Bulk Payments
- ❑ Corporate 2 Bank (MACUG/SCORE)
- ❑ Cash Reporting
- ❑ Exceptions and Investigations
- ❑ Financial messaging integration:
 - Alliance Integrator
 - qPayIntegrator

Promoted Solutions (cont.)

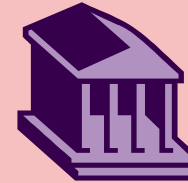
Corporate



SWIFT



Banks



Individuals



Cash Reporting

Receive transaction information and cash positions intraday from multiple banks over a single platform in a standardized format

Bulk Payments

Provides a harmonized platform to transfer bulk payments across national and regional communities

Workers' Remittances

Fast, efficient, and cost-effective clearing and settlement of person-to-person payments

MACUG SCORE

1. Global visibility of cash
2. Improved STP
3. Improve security / reliability
4. Compliance

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Automation of all payment-related enquiries, for financial institutions and corporate

Integration

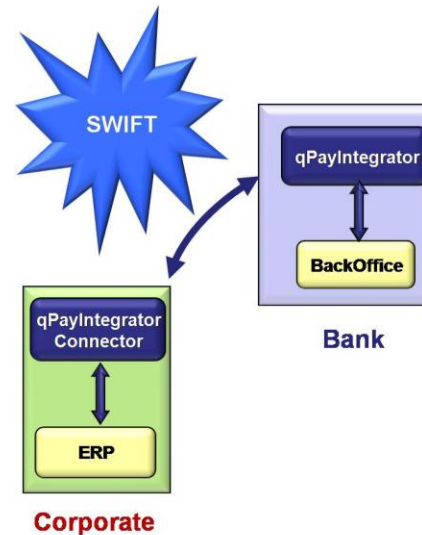
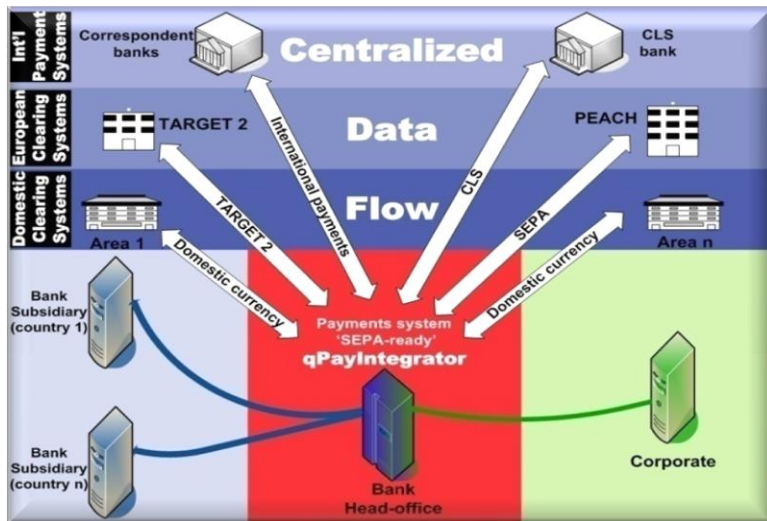
Financial messaging integration in banks and corporate

- ❑ **Financial services providers**
(commercial banks, broker/dealers, custodians)

- ❑ **Corporate**
(heavy industry, retail, energy, communications, transportation, pharmaceutical, construction, food etc.)

- ❑ **Public authorities**

- Create market awareness
(meetings, workshops, conferences)
- Opportunity evaluation
- Business case on interest area
- Joint pilot
- Opportunity reassessment
- Detailed project definition
- Project implementation



Payments and value-added features for corporate

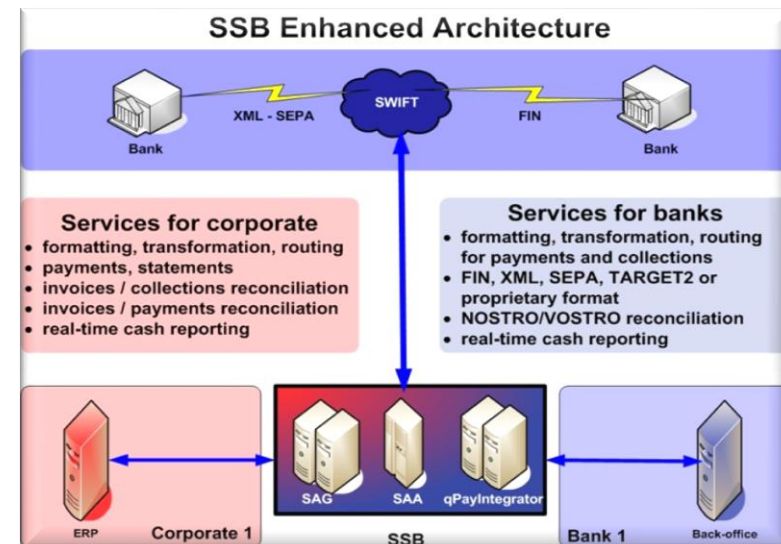
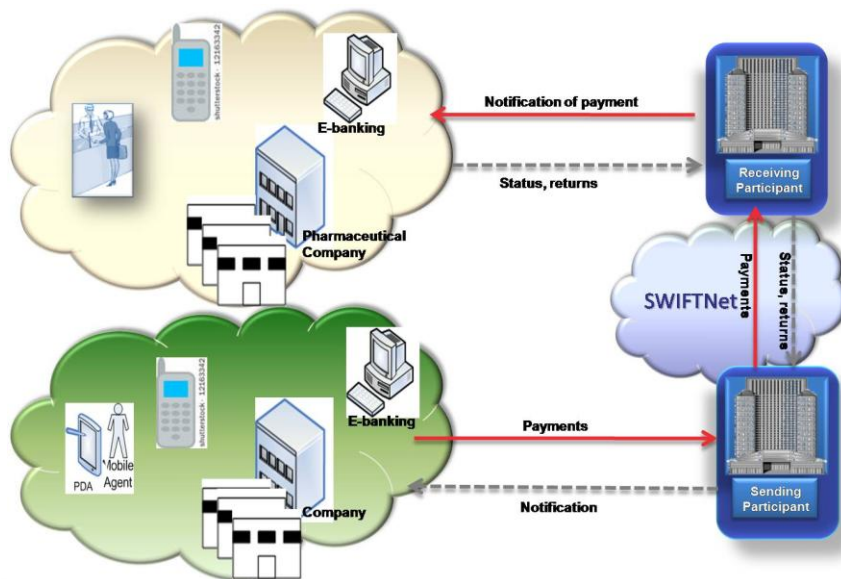
A centralized, common approach for:

- Domestic payments issuing & direct debit collections
- Bulk payment related information: A/P, payroll
- Cross border payments

A centralized view of cash positions and accounts related information

Value-added features:

- Better reconciliation
- Real-time account entry information
- Real-time account balance
- Early exceptions handling (payment cancelation & modification)
- Early investigations handling (claim not receipt)



SWIFTReady Application Provider

SWIFTReady Service Provider

BIS Solutions:



Ready Application

SEPA 2009

BIS Services:



Ready Services

Romania 2010

qPayIntegrator

Real-time
payment suite

Esfera

Process and
resource
management

FMA v2

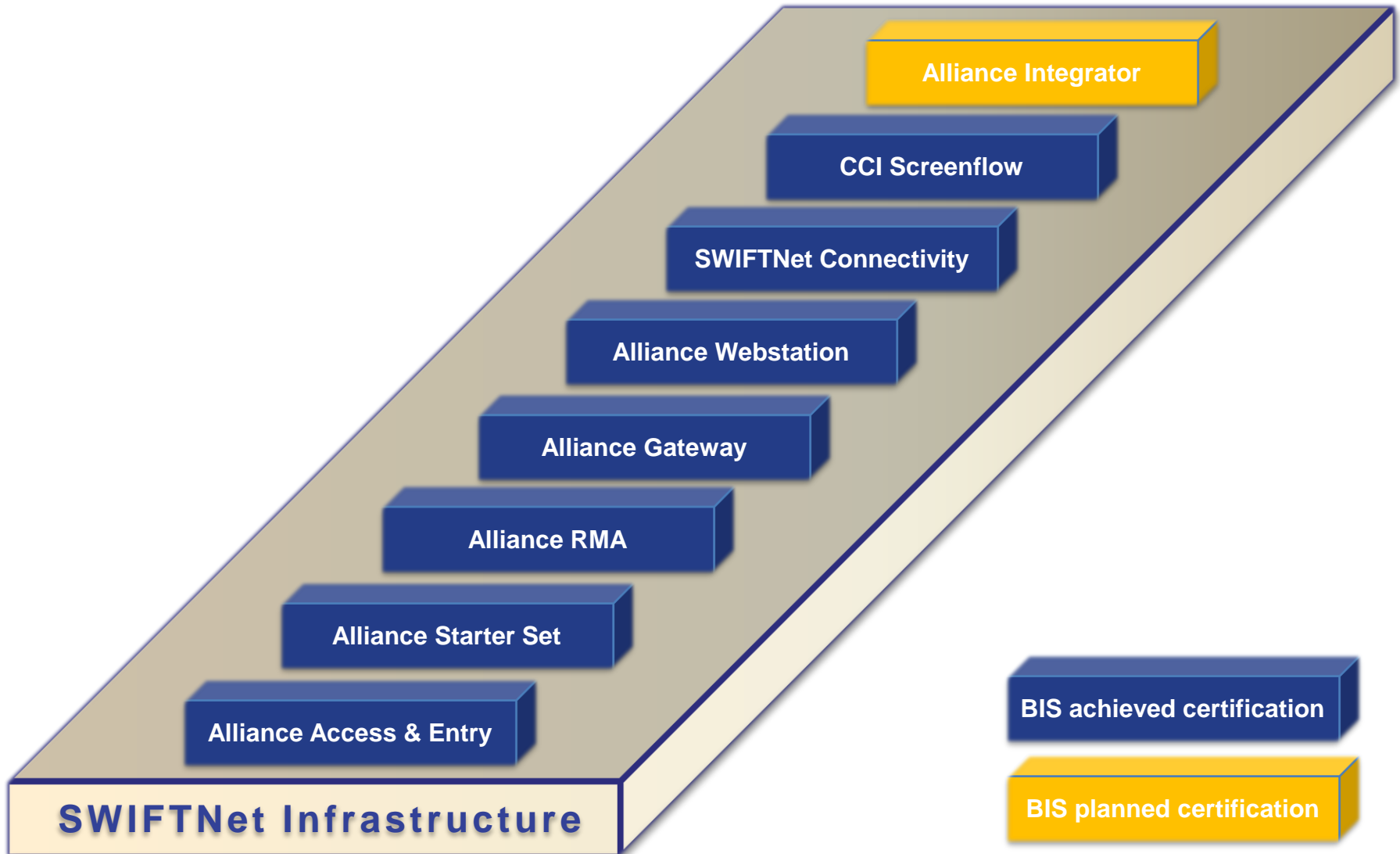
Business
continuity

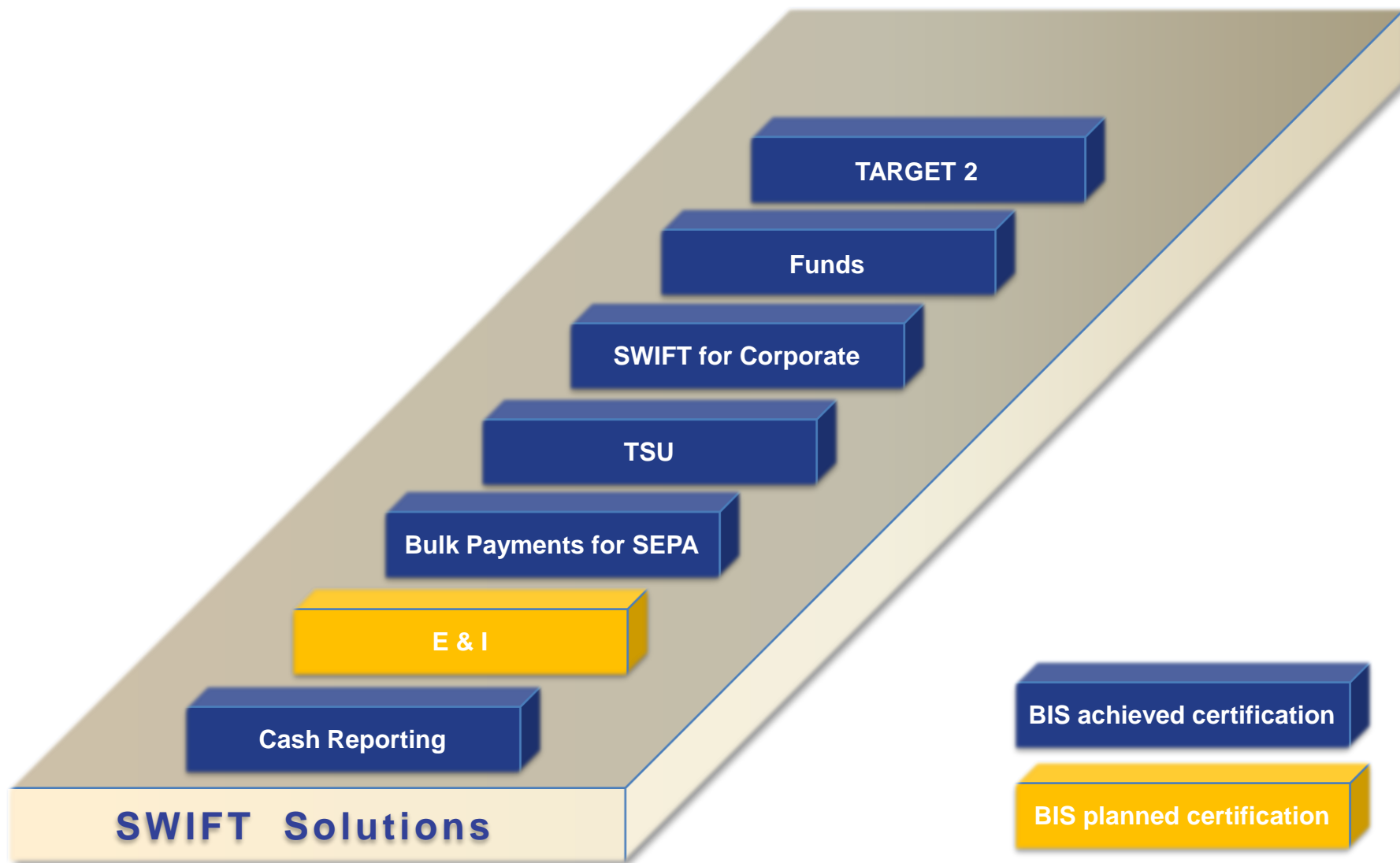
Solution Experts

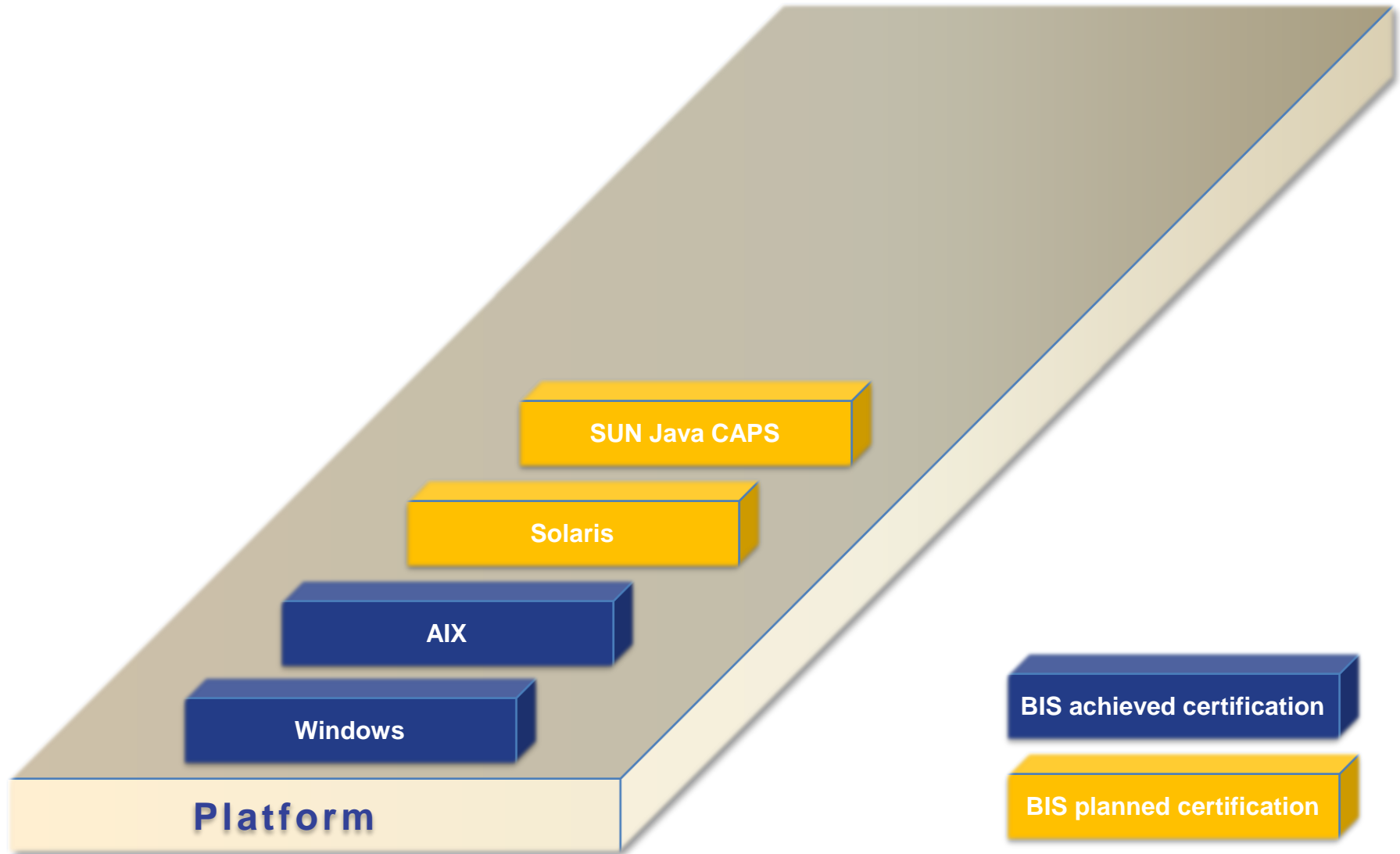
Business
analysts

Technical Experts

Implementation
engineers







Please talk to one of us for more detailed information:

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